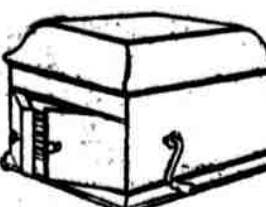




Victrola IV, \$15



Victrola VI, \$25



Victrola VIII, \$40



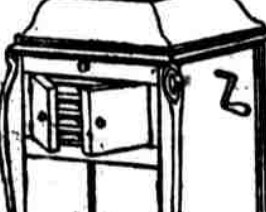
Victrola IX, \$50



Victrola X, \$75



Victrola XI, \$100



Victrola XII, \$150



Victrola XIII, \$200



Victrola XIV, \$250



Victrola XV, \$300



Victrola XVI, \$350



Victrola XVII, \$400



Open 9 A. M.
Close 6 P. M.



Make This Your Best Christmas by the Gift of A Victrola for the Whole Family

AND purchase it at Kann's, not because of price, for Victrolas and Records are priced the same everywhere in the United States, but for the one big reason that the S. Kann Sons & Co. Service is unique and distinctive, having already won the approval of thousands of discriminating Washingtonians.

S. Kann Sons & Co. Victrola Service is a far-reaching and helpful Service—it does not end with the courteous closing of the sale, but is ever ready to keep you enthusiastic with your selection.

Prompt delivery is our first big Service feature—your machine at your home just when you want it. A request by phone, mail, or in person for records is cared for immediately by special delivery. A liberal exchange plan is our second big Service Feature—select one of the less expensive models for trial and when you want a larger model we will take your smaller machine in exchange by giving you full credit for the amount paid toward the purchase price of the later selection. Sealed Records, an exclusive feature at Kann's, is our third big Service Feature—every record you buy here comes to you in a sealed container, which means new unplayed records and full value for your money. Complete stock of all types and finishes of Victrolas at all times is our fourth big Service Feature—we anticipate at all times, therefore you are sure to find the style and finish here—no delays.

Let us suggest that you make your selections for Christmas now, that you may avoid the rush and bustle that will pervade the store in a short while—We will hold your selection for delivery just before Christmas.

Kann's Terms Make the Ownership of a Victrola Easy

A small first payment only is required, based on the amount of records included in each of our special plans, followed by easy monthly payments as noted below. The first payment secures immediate possession of any model you select and the records, which must be paid for on acceptance of your club membership, are of your own choosing.

There is no interest to pay and no extra charges.

PLAN No. 1	PLAN No. 2	PLAN No. 3	PLAN No. 4
Victrola IV \$15.00 Six 10-inch Double-Face Records — 12 selections of your own choosing... 4.50 \$19.50 PAYABLE \$2.00 MONTHLY.	Victrola VI \$25.00 Six 10-inch Double-Face Records — 12 selections of your own choosing... 4.50 \$29.50 PAYABLE \$2.50 MONTHLY.	Victrola VIII \$40.00 Your selection of Records to the value of..... 5.00 \$45.00 PAYABLE \$3.50 MONTHLY.	Victrola IV \$15.00 Beautiful Cabinet (Capacity 130 Records)..... 7.75 Six 10-inch Double-Face Records — 12 selections of your own choosing... 4.50 \$27.25 PAYABLE \$2.50 MONTHLY.
PLAN No. 5	PLAN No. 6	PLAN No. 8	PLAN No. 9
Victrola IX (Mahogany, Golden Oak, Weathered Oak or Fumed Oak)..... \$50.00 Your selection of Records to the value of..... 5.00 \$55.00 PAYABLE \$4.00 MONTHLY.	Victrola VI \$25.00 A Handsome Cabinet (Capacity 140 Records)..... 12.00 Six 10-inch Double-Face Records — 12 selections of your own choosing... 4.50 \$41.50 PAYABLE \$3.00 MONTHLY.	Victrola VIII \$40.00 Beautiful Cabinet (Capacity 180 Records)..... 16.00 Records of your own selection to the value of... 5.00 \$61.00 PAYABLE \$5.00 MONTHLY.	Victrola IX (Mahogany, Golden Oak, Weathered Oak or Fumed Oak)..... \$50.00 Handsome Cabinet to match Victrola 16.50 Records of your own selection to the value of... 5.00 \$71.50 PAYABLE \$5.00 MONTHLY.
PLAN No. 10	PLAN No. 11	PLAN No. 14	PLAN No. 16
Victrola X (Finished in Mission, Golden Oak, Weathered Oak, Mahogany, etc.)..... \$75.00 Lower compartment has shelves for accommodation of Records. Records of your own selection to the value of 10.00 \$85.00 PAYABLE \$5.00 MONTHLY.	Victrola XI (Finished in Mission, Golden Oak, Weathered Oak, Mahogany, etc.)..... \$100.00 Record shelves accommodating Records are installed within the Cabinet. Records of your own selection to the value of... 10.00 \$110.00 PAYABLE \$5.00 MONTHLY.	Victrola XIV (Nine different wood finishes)..... \$150.00 Interior of Cabinet contains 13 Victor Record Albums. Your choice of Records to the value of..... 10.00 \$160.00 PAYABLE \$10.00 MONTHLY.	Victrola XVI (Nine different wood finishes)..... \$200.00 Interior of Cabinet contains 20 Victor Record Albums for 200 Records. All metal parts 24-kt. gold plated. Your choice of Records to the value of..... 10.00 \$210.00 PAYABLE \$10.00 MONTHLY.
PLAN No. 17	PLAN No. 18	PLAN No. 19	IF ALREADY A VICTROLA OWNER
Victrola XVI. Equipped with electric motor—no winding necessary \$250.00 Your choice of Records to the value of..... 10.00 \$260.00 PAYABLE \$15.00 MONTHLY.	Victrola XVIII (Handsome Figured Mahogany Case)..... \$300.00 Your choice of Records to the value of..... 20.00 \$320.00 PAYABLE \$20.00 MONTHLY.	Victrola XVIII. Equipped with electric motor—no winding necessary \$350.00 Your choice of Records to the value of..... 25.00 \$375.00 PAYABLE \$25.00 MONTHLY.	Be sure your name and address is on our lists, that you may receive regularly latest catalogs of records, etc.

HEAR AL JOLSON

The Irresistible Black-face Comedian, as

"GUS"

With "The Dancing Around Co." At Belasco Theater This Week.



This is "GUS."

THEN hear him every time you want to in your own home. The Victor Company Makes This Possible With a series of records that reproduce Mr. Jolson's voice in a way that makes you think he is before you, singing exclusively for you. These numbers are in our library of

SEALED RECORDS

Get them here tomorrow—because of the satisfaction in knowing that they are new, perfect records, direct to you from the factory test.

- 17068—Brass Band Ephraim Jones and That Society Bear (Berlin), Van Brunt; 10 in. 75c
- 17318—My Yellow Jacket Girl and Spaniard That Blighted My Life, Jolson; 10 in. 75c
- 17081—Ragging the Baby to Sleep and Movin' Man, Don't Take My Baby Grand; 10 in. 75c
- 17075—Snap Your Fingers and "I Want to Be in Dixie, Collins and Harlan; 10 in. 75c
- 17037—That Haunting Melody (Cohan) and Rum Tum Tiddle, Madden Schwartz; 10 in. 75c
- 17119—That Lovin' Traumerai and Lucia Sextette—Burl-lesque, Murray and quartet; 10 in. 75c

Kann's Sealed Records

For December—Ready

A better collection has not been presented in some time—be sure you add them to your library.

- 17842—Noel (Holy Night) (Adolphe Adam); violin-cello-harp; Venetian Trio. *Stille Nacht, heilige Nacht* (Silent Night), (Gruber); celesta solo; Felix Arndt. 10 in. 75c
- 17868—Christmas Eve (M. B. Foster) (2) O Bienheureuse Nuit (Normandie carol) (from Dann's "Christmas Carols"), (American Book Co.), Elsie Baker. *Christmas Day in the Morning* (2) Good Night and Christmas Prayer (M. B. Foster) (from Dann's "Christmas Carols"), (American Book Co.), Kline and chorus; 10 in. 75c
- 35499—Messiah—And the Glory of the Lord (Handel), Victor Mixed Chorus. *Messiah—Pastoral Symphony* (Handel), Victor Concert Orchestra (2) *Messiah—Glory to God* (Handel), Victor Mixed Chorus; 12 in. \$1.25
- 17869—Merry Christmas (2) Sleighing Song (Riley-Gaynor) (from "Songs of Child World No. 1"), Olive Kline. *Around the Christmas Tree* (old Swedish folk song) (Riley-Gaynor) (from "Lulls and Lyrics") (2) Little Christmas Shoes (Anice Terhune) (from "Dutch Ditties for Children"), Elsie Baker; 10 in. 75c
- 35418—The Night Before Christmas (Moore), Cora Mel-Patten. *The Gingerbread Boy* (old folk tale), Georgene Faulkner; 12 in. \$1.25
- Gluck and Reimers Give An Old German Christmas Song 87229—Der Tannenbaum (The Christmas Tree) (Volk-slied), Alma Gluck, soprano; Paul Reimers, tenor; in German; 10 in. \$2.00
- New McCormack Record. 74436—Adeste Fideles (Oh, Come, All Ye Faithful) (tune by Marcas Portugal, 1763-1834) (Christmas Hymn), John McCormack, tenor (with male chorus, orchestra and chimes); in Latin; 12 in. \$1.50